

Message Text

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PAGE 01 STATE 050424

70

ORIGIN COME-00

INFO OCT-01 AF-10 ISO-00 AID-20 CIAE-00 EB-11 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 SPC-03

CIEP-02 LAB-06 SIL-01 OMB-01 /087 R

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APPROVED BY EB/OCA/REP:GPWILSON

COMM/BIC/OIM/AF/TFFIEDLER

STATE/AF/N/DMACK (SUBS)

COMM/OBRA/458/WAMOS (INFO)

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R 132139Z MAR 74

FM SECSTATE WASHDC

TO AMEMBASSY TUNIS

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E.O. 11652:N/A

TAGS: ETRD, TS

SUBJ: SEC-SIAPE SULPHUR SALES

REF: TUNIS 1213

COMMERCE CONTACTED SULPHUR EXPORT CORPORATION (SEC)
ON BEHALF OF SIAPE AS REQUESTED REFTEL. SEC OFFICIAL
POINTED OUT TUNISIAN WORRIES OVER WHETHER LIBYAN-TUNISIAN
MERGER TALKS MIGHT HAVE AFFECTED COMMERCIAL CREDIT CON-
SIDERATIONS ARE COMPLETELY GROUNDLESS AS FAR AS SEC CONCERNED.
SEC OFFICIALS SEEM CLEARLY AWARE THAT TUNISIAN-LIBYAN
MERGER NOT VERY LIKELY TO MATERIALIZE AT PRESENT.(MERGER
APPARENTLY WOULD CONSTITUTE NO PROBLEM TO BUSINESS
RELATIONS IN ANY CASE SINCE ANY RISKS CAN BE COVERED BY
APPROPRIATE FORMS OF INSURANCE). SEC BELIEVES THAT ANY DIF-
FICULTIES WHICH RESULTED DURING RECENT SIAPE-SEC
TALKS ON SULPHUR SALES TO TUNISIA WERE PURELY COMMERCIAL IN
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PAGE 02 STATE 050424

NATURE. SIAPE WISHED CONTRACT FORWARD FOR QUANTITY OF SULPHUR

FOR PURCHASE AND DELIVERY AT SOME FUTURE DATE. IN SUCH CASES, ACCORDING TO SEC OFFICIAL, SEC PRESENT POLICY IS TO REQUEST ADVANCE PAYMENT OF DEPOSIT COVERING CERTAIN FRACTION OF TOTAL COST OF SULPHUR ORDERED. DEPOSIT IS NECESSARY, SEC OFFICIAL STRESSED, TO ASSURE THAT COMPANY DOES NOT LOSE MONEY SHOULD CUSTOMER CHANGE MIND AND DECIDE NOT TO TAKE DELIVERY AFTER SEC HAS HELD SULPHUR IN RESERVE FOR HIM. APPARENTLY SEC POSITION ON REQUIRING DEPOSIT ON FORWARD PURCHASE ORDER DID NOT SOUR RELATIONS BETWEEN SEC AND SIAPE SINCE SIAPE MADE SPOT PURCHASE OF SULPHUR FOR IMMEDIATE DELIVERY TO TUNISIA.

COMMENT: PRESENT WORLDWIDE SITUATION OF SHORT SUPPLY OF SULPHUR AND RISING DEMANDS APPEARS TO BE FACTOR IN ENABLING SULPHUR COMPANIES TO REQUEST MORE STRINGENT TERMS. SULPHUR COMPANIES REPORTEDLY HAVE MORE BUSINESS THAN THEY CAN HANDLE.
KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: SALES, EXPORTS, SULFUR, EXPORT CREDIT GUARANTEES, EXPORT INSURANCE
Control Number: n/a
Copy: SINGLE
Draft Date: 13 MAR 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: MorefiRH
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE050424
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OIM/AF/DCHRISTENSEN
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740346/aaaabqyq.tel
Line Count: 79
Locator: TEXT ON-LINE
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: TUNIS 1213
Review Action: RELEASED, APPROVED
Review Authority: MorefiRH
Review Comment: n/a
Review Content Flags:
Review Date: 26 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26 AUG 2002 by rowelle0>; APPROVED <05-Sep-2002 by MorefiRH>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SEC-SIAPE SULPHUR SALES
TAGS: ETRD, TS, SEC, SULPHUR EXPORT CORP, SIAPE
To: TUNIS
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005